Partners Plan B Forms & Tracking

Required Input
Optional Input

Ship-to Account Name: Grand Union Company

Ship-to Account #: 9671960

Enrollment Information Input

RJR Share of Market 13.6% *(Input as a Percent, Exemple: .245)*

Performance Approval: (Y or N) Y

December 29, 1995 Account Inventory (Cartons)

RJR	
P Mor	
BAT	
Lor	
Lig	
Other	
Total	0

Program Tracking Input

***Enter "X" for Current Month of Data** (one month only)*

July	X
August	X
September	X
October	X
November	X
December	

Purchases (Cartons)

	July	August	September	October	November	December	To-Date
RJR	17,520	22,740	18,450	17,760	16,890		93,360
P Mor	98,280	87,900	95,700	89,760	87,060		458,700
BAT	14,400	17,220	14,340	15,270	13,620		74,850
Lor	18,390	17,730	16,680	18,000	16,110		86,910
Lig	1,680	1,440	1,620	1,290	1,290		7,320
Other							0
Total	150,270	147,030	146,790	142,080	134,970	0	721,140

Ending Inventory (Cartons)

	January	February	March	April	May	June
RJR						
P Mor						
BAT						
Lor						
Lig						
Other						
Total	0	0	0	0	0	0

51846 1388

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

Program Final Evaluation Input Information

(The Final Evaluation Form should NOT be used until the end of Program period)

	12/29/95 Inventory	(Jan-Jun) Total Purchases	6/29/96 Inventory	Sales
RJR	0	93,360	0	93,360
P Mor	0	458,700	0	458,700
BAT	0	74,850	0	74,850
Lor	0	86,910	0	86,910
Lig	0	7,320	0	7,320
Other	0	0	0	0
Total	0	721,140	0	721,140

51846 1389

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF NOVEMBER 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 11/09/96			
BROWN & WILLIAMSON	3,210		642,000
LIGGET GROUP	270		54,000
LORILLARD	3,420		684,000
PHILIP MORRIS	39,810		7,962,000
R J REYNOLDS	4,410		882,000
TOTAL	51,120		10,224,000
WK OF 11/16/96			
BROWN & WILLIAMSON	3,630		726,000
LIGGET GROUP	360		72,000
LORILLARD	4,530		906,000
PHILIP MORRIS	19,440		3,888,000
R J REYNOLDS	4,320		864,000
TOTAL	32,280		6,456,000
WK OF 11/23/96			
BROWN & WILLIAMSON	4,050		810,000
LIGGET GROUP	330		66,000
LORILLARD	4,740		948,000
PHILIP MORRIS	13,710		2,742,000
R J REYNOLDS	4,530		906,000
TOTAL	27,360		5,472,000

51846 1390

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF NOVEMBER 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
WK OF 11/30/96			
BROWN & WILLIAMSON	2,730		546,000
LIGGET GROUP	330		66,000
LORILLARD	3,420		684,000
PHILIP MORRIS	14,100		2,820,000
R J REYNOLDS	3,630		726,000
TOTAL	24,210		4,842,000
WK OF			
BROWN & WILLIAMSON	0		0
LIGGET GROUP	0		0
LORILLARD	0		0
PHILIP MORRIS	0		0
R J REYNOLDS	0		0
TOTAL	0		0

SUMMARY FOR MONTH NOVEMBER 1996

BROWN & WILLIAMSON	13,620		2,724,000
LIGGET GROUP	1,290		258,000
LORILLARD	16,110		3,222,000
PHILIP MORRIS	87,060		17,412,000
R J REYNOLDS	16,890		3,378,000
TOTAL	134,970		26,994,000

D:\LOTUS123\JANIS\NYCP1196.WK1

51846 1391

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

51846 1392

1996 PARTNERS PROGRAM

Plan B Customer
Program Tracking

(Report in Cartons)

Ship-to Account Name: Grand Union Company

Updated Through Last Input: 10/14/96

Ship-to Account Number: 9671960

	12/29/95 Inventory	July Purchases	August Purchases	September Purchases	October Purchases	November Purchases	December Purchases	Current Month Inventory	To-Date Sales
RJR		17,520	22,740	18,450					
P Mor		98,280	87,900	95,700					
BAT		14,400	17,220	14,340					
LOR		18,390	17,730	16,680					
LIG		1,680	1,440	1,620					
Other									
Grand Total		**150,270**	**147,030**	**146,790**					

Base RJR SOM 13.6%

Ending RJR SOM *(To-Date)* _____

+ or - RJR SOM *(To-Date)* _____

Total RJR Purchases *(To-Date)* 58,710

Total RJR Sales *(To-Date)* _____

Grand Total Sales *(To-Date)* _____

RJR Ending SOM *(To-Date)* _____

RJR Representative _____ Date _____

Ship-to Account Representative _____ Date _____

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF SEPTEMBER 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
WK OF 09/07/96			
BROWN & WILLIAMSON	3,030		606,000
LIGGET GROUP	360		72,000
LORILLARD	4,380		876,000
PHILIP MORRIS	21,630		4,326,000
R J REYNOLDS	4,350		870,000
TOTAL	33,750		6,750,000
WK OF 09/14/96			
BROWN & WILLIAMSON	2,880		576,000
LIGGET GROUP	300		60,000
LORILLARD	3,060		612,000
PHILIP MORRIS	27,330		5,466,000
R J REYNOLDS	3,750		750,000
TOTAL	37,320		7,464,000
WK OF 09/21/96			
BROWN & WILLIAMSON	3,360		672,000
LIGGET GROUP	420		84,000
LORILLARD	4,260		852,000
PHILIP MORRIS	18,000		3,600,000
R J REYNOLDS	3,990		798,000
TOTAL	30,030		6,006,000

51846 1393

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF SEPTEMBER 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 09/30/96			
BROWN & WILLIAMSON	5,070		1,014,000
LIGGET GROUP	540		108,000
LORILLARD	4,980		996,000
PHILIP MORRIS	28,740		5,748,000
R J REYNOLDS	6,360		1,272,000
TOTAL	45,690		9,138,000
WK OF			
BROWN & WILLIAMSON	0		0
LIGGET GROUP	0		0
LORILLARD	0		0
PHILIP MORRIS	0		0
R J REYNOLDS	0		0
TOTAL	0		0

SUMMARY FOR MONTH SEPTEMBER 1996

BROWN & WILLIAMSON	14,340		2,868,000
LIGGET GROUP	1,620		324,000
LORILLARD	16,680		3,336,000
PHILIP MORRIS	95,700		19,140,000
R J REYNOLDS	18,450		3,690,000
TOTAL	146,790		29,358,000

D:\LOTUS123\JANIS\NYCP0996.WK1

51846 1394

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

Partners Plan B Forms & Tracking

Required Input
Optional Input

Ship-to Account Name: Grand Union Company

Ship-to Account #: 9671960

Enrollment Information Input

RJR Share of Market 13.6% *(Input as a Percent, Example: .245)*

Performance Approval: (Y or N) Y

December 29, 1995 Account Inventory (Cartons)

RJR	
P Mor	
BAT	
Lor	
Lig	
Other	
Total	0

Program Tracking Input

Enter "X" for Current Month of Data *(one month only)*

July	X
August	X
September	X
October	X
November	
December	

Purchases (Cartons)

	July	August	September	October	November	December	To-Date
RJR	17,520	22,740	18,450	17,760			76,470
P Mor	98,280	87,900	95,700	89,760			371,640
BAT	14,400	17,220	14,340	15,270			61,230
Lor	18,390	17,730	16,680	18,000			70,800
Lig	1,680	1,440	1,620	1,290			6,030
Other							0
Total	150,270	147,030	146,790	142,080	0	0	586,170

Ending Inventory (Cartons)

	January	February	March	April	May	June
RJR						
P Mor						
BAT						
Lor						
Lig						
Other						
Total	0	0	0	0	0	0

51846 1395

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

Program Final Evaluation Input Information

(The Final Evaluation Form should NOT be used until the end of Program period)

	12/29/95 Inventory	(Jan-Jun) Total Purchases	6/29/96 Inventory	Sales
RJR	0	76,470	0	76,470
P Mor	0	371,640	0	371,640
BAT	0	61,230	0	61,230
Lor	0	70,800	0	70,800
Lig	0	6,030	0	6,030
Other	0	0	0	0
Total	0	586,170	0	586,170

51846 1396

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF OCTOBER 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 10/12/96			
BROWN & WILLIAMSON	5,220		1,044,000
LIGGET GROUP	480		96,000
LORILLARD	6,510		1,302,000
PHILIP MORRIS	51,780		10,356,000
R J REYNOLDS	6,420		1,284,000
TOTAL	70,410		14,082,000
WK OF 10/19/96			
BROWN & WILLIAMSON	3,360		672,000
LIGGET GROUP	210		42,000
LORILLARD	3,900		780,000
PHILIP MORRIS	12,120		2,424,000
R J REYNOLDS	4,140		828,000
TOTAL	23,730		4,746,000
WK OF 10/26/96			
BROWN & WILLIAMSON	2,880		576,000
LIGGET GROUP	330		66,000
LORILLARD	3,720		744,000
PHILIP MORRIS	8,490		1,698,000
R J REYNOLDS	3,150		630,000
TOTAL	18,570		3,714,000

51846 1397

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF OCTOBER 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 10/31/96			
BROWN & WILLIAMSON	3,810		762,000
LIGGET GROUP	270		54,000
LORILLARD	3,870		774,000
PHILIP MORRIS	17,370		3,474,000
R J REYNOLDS	4,050		810,000
TOTAL	29,370		5,874,000
WK OF			
BROWN & WILLIAMSON	0		0
LIGGET GROUP	0		0
LORILLARD	0		0
PHILIP MORRIS	0		0
R J REYNOLDS	0		0
TOTAL	0		0

SUMMARY FOR MONTH OCTOBER 1996

BROWN & WILLIAMSON	15,270	3,054,000
LIGGET GROUP	1,290	258,000
LORILLARD	18,000	3,600,000
PHILIP MORRIS	89,760	17,952,000
R J REYNOLDS	17,760	3,552,000
TOTAL	142,080	28,416,000

D:\LOTUS123\JANIS\NYCP1096.WK1

51846 1398

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

51846 1399

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report in Cartons)

Ship-to Account Name: Grand Union Company

Updated Through
Last Input:
9/18/96

Ship-to Account Number: 9671960

	12/29/96 Inventory	January Purchases	February Purchases (JULY)	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR		17,520	22,740						
P Mor		98,280	87,900						
BAT		14,400	17,220						
LOR		18,390	17,730						
LIG		1,680	1,440						
Other									
Grand Total		150,270	147,030						

Base RJR SOM 13.6%

Ending RJR SOM _____
(To-Date)

+ or - RJR SOM _____
(To-Date)

Total RJR Purchases 40,260
(To-Date)

Total RJR Sales _____
(To-Date)

Grand Total Sales _____
(To-Date)

RJR Ending SOM _____
(To-Date)

RJR Representative _____ **Date** _____

Ship-to Account Representative _____ **Date** _____

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF AUGUST 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 08/10/96			
BROWN & WILLIAMSON	5,730		1,146,000
LIGGET GROUP	300		60,000
LORILLARD	4,350		870,000
PHILIP MORRIS	14,670		2,934,000
R J REYNOLDS	7,500		1,500,000
TOTAL	32,550		6,510,000
WK OF 08/17/96			
BROWN & WILLIAMSON	3,420		684,000
LIGGET GROUP	420		84,000
LORILLARD	3,990		798,000
PHILIP MORRIS	21,570		4,314,000
R J REYNOLDS	4,410		882,000
TOTAL	33,810		6,762,000
WK OF 08/24/96			
BROWN & WILLIAMSON	2,910		582,000
LIGGET GROUP	390		78,000
LORILLARD	3,420		684,000
PHILIP MORRIS	20,070		4,014,000
R J REYNOLDS	3,990		798,000
TOTAL	30,780		6,156,000

51846 1400

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF AUGUST 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
WK OF 08/31/96			
BROWN & WILLIAMSON	5,160		1,032,000
LIGGET GROUP	330		66,000
LORILLARD	5,970		1,194,000
PHILIP MORRIS	31,590		6,318,000
R J REYNOLDS	6,840		1,368,000
TOTAL	49,890		9,978,000
WK OF			
BROWN & WILLIAMSON	0		0
LIGGET GROUP	0		0
LORILLARD	0		0
PHILIP MORRIS	0		0
R J REYNOLDS	0		0
TOTAL	0		0

SUMMARY FOR MONTH AUGUST 1996

BROWN & WILLIAMSON	17,220	3,444,000
LIGGET GROUP	1,440	288,000
LORILLARD	17,730	3,546,000
PHILIP MORRIS	87,900	17,580,000
R J REYNOLDS	22,740	4,548,000
TOTAL	147,030	29,406,000

D:\LOTUS123\JANIS\NYCP0896.WK1

51846 1401

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF JULY 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 07/06/96			
BROWN & WILLIAMSON	3,180		636,000
LIGGET GROUP	390		78,000
LORILLARD	4,500		900,000
PHILIP MORRIS	18,060		3,612,000
R J REYNOLDS	4,620		924,000
TOTAL	30,750		6,150,000
WK OF 07/13/96			
BROWN & WILLIAMSON	3,150		630,000
LIGGET GROUP	180		36,000
LORILLARD	3,150		630,000
PHILIP MORRIS	18,870		3,774,000
R J REYNOLDS	3,540		708,000
TOTAL	28,890		5,778,000
WK OF 07/20/96			
BROWN & WILLIAMSON	3,870		774,000
LIGGET GROUP	450		90,000
LORILLARD	3,750		750,000
PHILIP MORRIS	17,370		3,474,000
R J REYNOLDS	4,320		864,000
TOTAL	29,760		5,952,000

51846 1402

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF JULY 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
WK OF 07/27/96			
BROWN & WILLIAMSON	2,160		432,000
LIGGET GROUP	300		60,000
LORILLARD	3,450		690,000
PHILIP MORRIS	17,820		3,564,000
R J REYNOLDS	3,180		636,000
TOTAL	26,910		5,382,000
PD OF 07/31/96			
BROWN & WILLIAMSON	2,040		408,000
LIGGET GROUP	360		72,000
LORILLARD	3,540		708,000
PHILIP MORRIS	26,160		5,232,000
R J REYNOLDS	1,860		372,000
TOTAL	33,960		6,792,000

SUMMARY FOR MONTH JULY 1996

BROWN & WILLIAMSON	14,400		2,880,000
LIGGET GROUP	1,680		336,000
LORILLARD	18,390		3,678,000
PHILIP MORRIS	98,280		19,656,000
R J REYNOLDS	17,520		3,504,000
TOTAL	150,270		30,054,000

D:\LOTUS123\JANIS\NYCP0796.WK1

51846 1403

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report in Cartons)

Ship-to Account Name: Grand Union Company

Updated Through
Last Input:
7/23/96

Ship-to Account Number: 9671960

	12/29/96 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	4,194	27,330	13,830	22,260	20,190	23,070	16,710	1,531	126,053
P Mor	18,790	117,230	61,830	117,330	112,350	96,120	70,350	5,401	588,599
BAT	2,658	22,470	11,460	18,120	17,970	20,160	13,080	1,884	104,034
LOR	3,262	26,430	13,590	20,880	21,210	23,790	16,020	716	124,466
LIG	714	2,820	840	2,040	2,460	1,710	1,200	270	11,514
Other									
Grand Total	29,618	196,280	101,550	180,630	174,180	164,850	117,360	9,802	964,666

Base RJR SOM 14.0%

Ending RJR SOM 13.2%
(To-Date)

+ or - RJR SOM -0.8%
(To-Date)

Total RJR Purchases 123,390
(To-Date)

Total RJR Sales 126,053
(To-Date)

Grand Total Sales 964,666
(To-Date)

RJR Ending SOM 13.2%
(To-Date)

RJR Representative _____ Date _____

Ship-to Account Representative _____ Date _____

51846 1404

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

PARTNERS Program Final Evaluation Form - Plan B - Period: January - June, 1996

Updated Through Last Input 7/23/96

Ship-to Account Name: Grand Union Company

Ship-to Account Numbe 9671960

Category I

Customer SOM Determination:

Performance Approval: _____

RJR Beginning Period Base SOM: 14.0%

RJR Ending Program Period SOM: 13.2%

Result (+ / -): -0.8%

RJR Sales Less Than 105% of Purchases: YES *(Qualifying sales recalculated at 105% of purchases)*

RJR Qualified # of Cartons Sold	Rate/Carton	Category I Payment
126,063	$0.00	$0

Category II

RJR Qualified # of Cartons Sold	Rate/Carton	Category II Payment
126,063	$0.00	$0

Total

RJR Qualified # of Cartons Sold	Rate/Carton	Category II Payment
126,063	$0.00	$0

Participant Signature	Title	Date
R. J. Reynolds Tobacco Company	Title	Date

518461405

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF JUNE 1996

SCHEDULE "A" VENDORS

PD OF 06/30/96

	CARTONS	X 200	CIGARETTES
BROWN & WILLIAMSON	3,600		720,000
LIGGET GROUP	330		66,000
LORILLARD	3,750		750,000
PHILIP MORRIS	15,090		3,018,000
R J REYNOLDS	4,440		888,000
TOTAL	27,210		5,442,000

WK OF

BROWN & WILLIAMSON	0		0
LIGGET GROUP	0		0
LORILLARD	0		0
PHILIP MORRIS	0		0
R J REYNOLDS	0		0
TOTAL	0		0

SUMMARY FOR MONTH JUNE 1996

BROWN & WILLIAMSON	13,080		2,616,000
LIGGET GROUP	1,200		240,000
LORILLARD	16,020		3,204,000
PHILIP MORRIS	70,350		14,070,000
R J REYNOLDS	16,710		3,342,000
TOTAL	117,360		23,472,000

D:\LOTUS123\JANIS\NYCP0696.WK1

51846 1406

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF JUNE 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 06/08/96			
BROWN & WILLIAMSON	4,410		882,000
LIGGET GROUP	630		126,000
LORILLARD	5,190		1,038,000
PHILIP MORRIS	41,310		8,262,000
R J REYNOLDS	6,060		1,212,000
TOTAL	57,600		11,520,000
WK OF 06/15/96			
BROWN & WILLIAMSON	2,700		540,000
LIGGET GROUP	150		30,000
LORILLARD	3,900		780,000
PHILIP MORRIS	7,890		1,578,000
R J REYNOLDS	3,390		678,000
TOTAL	18,030		3,606,000
WK OF 06/22/96			
BROWN & WILLIAMSON	2,370		474,000
LIGGET GROUP	90		18,000
LORILLARD	3,180		636,000
PHILIP MORRIS	6,060		1,212,000
R J REYNOLDS	2,820		564,000
TOTAL	14,520		2,904,000

51846 1407

Source: https://www.industrydocuments.ucsf.edu/docs/lply0000